



# M2040-725<sup>Q&As</sup>

IBM Kenexa Talent Acquisition Sales Mastery Test v1

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#### QUESTION 1

How much time does it take for managers to become productive in a new job?

- A. 4-6 weeks
- B. 8-10 weeks
- C. 12-16 weeks
- D. 18-22 weeks

Correct Answer: A

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#### QUESTION 2

According to the audio recording, which of the following best differentiates Kenexa 2X BrassRing as a Talent Acquisition System?

- A. Innovator in the marketplace
- B. World-class customer support
- C. SaaS based system
- D. Unique combination of technology, content and services

Correct Answer: D

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#### QUESTION 3

When is the best time to source candidates for an organization?

- A. When a job becomes vacant
- B. 2-3 weeks before a job becomes vacant
- C. 2-3 months before a job becomes vacant
- D. Continuously

Correct Answer: B

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#### QUESTION 4

According to the audio recording, what is an effective way of displacing an incumbent applicant tracking system?

- A. Uncover the client's need for an onboarding system and then bundle Kenexa 2x BrassRing and Kenexa 2x Onboard.



B. Describe why Kenexa 2x BrassRing is superior to the client's current ATS.

C. Demo Kenexa 2x BrassRing.

D. Justify the cost of the Kenexa 2x Onboard with the cost savings associated with no longer using a transaction based 1-9 processor

Correct Answer: A

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#### QUESTION 5

According to Jeanne Meister of Forbes.com, how frequently are Millennial likely to change jobs in their lifetime?

A. 1 to 5 times

B. 5 to 10 times

C. 10 to 15 times

D. 15 to 20 times

Correct Answer: C

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